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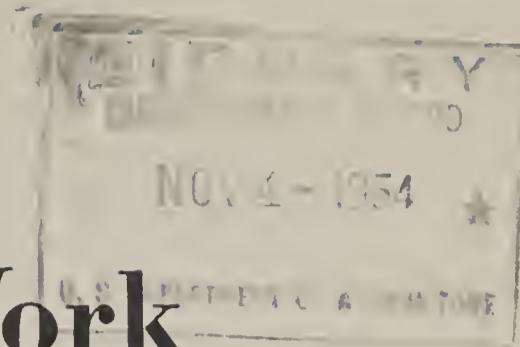
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1954 Report of
Cooperative
Extension Work
in Agriculture and
Home Economics



UNITED STATES DEPARTMENT OF AGRICULTURE,
FEDERAL EXTENSION SERVICE,
Washington 25, D. C., October 1, 1954.

HON. EZRA TAFT BENSON,
Secretary of Agriculture.

DEAR MR. SECRETARY: I submit herewith the Annual Report of the Federal Extension Service for the fiscal year ended June 30, 1954. Totals for activities and results are for the calendar year 1953.

Yours sincerely,

C. M. FERGUSON, Administrator.

Extension Service's basic job is--and always has been--to speed up the application of agricultural and home economics research so that farm life is continually made more attractive and profitable to the equal benefit of all people. Proof of success lies in the fact that Extension has contributed mightily in making this country's economy the world's strongest, its standard of living the highest.

Extension's opportunity to serve has been broadened by advances in technology, research, constantly changing farm problems, and the growing complexity of the country's overall economy. Farming is far different from what it was 50--or even 20 or 10--years ago. These facts are illustrative:

#Capital requirements have increased from an average of \$5,000 per farm worker in 1940 to over \$20,000 in 1953.

#The risk factor in farming is far greater than ever. Since 1940 the nonfarm items of cost have increased more than three-fourths and now represent over 40 percent of the total costs in agriculture. These nonfarm costs for items such as machinery, fuel, building materials, and fertilizer are slow to change in price, which means that farmers have more difficulty in meeting their expenses when prices fall.

#Farm families now have a higher level of living. They enjoy better housing and more conveniences, more educational and recreational advantages, better nutrition and other improved conditions. Considerable out-of-pocket cost is required to maintain and increase this level of living.

#Thirty years ago a large share of the people living in towns and cities were born on farms. Today more than half of all people are at least one generation removed from farm experience. Hence the gulf is widening between producer and consumer; an important bond, which once provided a common basis for understanding each other's problems and attitudes, is fast disappearing.

Further adding to the farmer's problems in 1953 were such factors as the narrow margin between cash expenses and cash returns, smaller foreign markets, the leveling off of the inflation spiral, and acreage controls.

These, then, were some of the conditions under which farmers had to operate in 1953. Therefore, seldom in Extension's history was opportunity for service greater than in 1953; and this opportunity will be ours for quite a few years to come. With this in mind Extension made definite progress in phases of work important in helping farm families with both their day-to-day operations and longtime programs.

Extension's job was no easy one during the year. Rapid technological advances in production, marketing, and homemaking combined with many fundamental changes in the overall economy kept even the most competent Extension workers on their toes. Current research findings of land-grant colleges, the USDA, and private groups plus off-farm developments had to be studied continually. Workers had to relate the new information to current farm conditions and practices. Then that information believed to be of value to a particular farm family (or those in a county, State, or the Nation) had to be woven into the farm and family operation. The objective of Extension was to encourage the farm family to fit all techniques and information, whether new or old, into a smooth farm and home operation. No one suggests that Extension was completely successful in such a huge and intricate undertaking. However, Extension does believe that good progress was made in its voluntary educational program of helping farm families help themselves.

During the year Extension agents assisted an ever-growing number of families with farm and home problems. In fact, county workers report helping 8,313,429 families--24 percent more than in 1952--in some phase of Extension's work with farmers, homemakers, boys, and girls. Of this total, 47.5 percent were farm families, 21.9 percent rural nonfarm, and 30.6 percent urban.

Agents influenced 5,393,822 families to change one or more farm practices and 5,257,682 families to improve one or more home practices. To do this the agents made more effective use of result demonstrations, personal contacts (telephone calls, office calls, farm and home visits), meetings, tours, press, radio, television, bulletins, and exhibits. It is interesting to note that the result demonstration--keystone of earliest Extension work--still grows in use; agents report supervising 201,467 such demonstrations, 15,000 more than during the previous year. Also of special importance is the fact that county agents and home demonstration agents had 20,382,539 personal contacts with farm family members, the highest since World War II. Farm and home visits during the year totaled 3,678,018.

County Extension agents report 1,151,627 voluntary local leaders helped them with better farming, homemaking, and youth programs. The agents held 183,389 meetings with a total attendance of 4,242,475 to train these leaders so they, in turn, could hold local meetings and teach neighbors what they had learned. The trained leaders held 1,102,226 such meetings attended by 18,047,852 persons.

Agents were also assisted in organizing, planning, and conducting Extension work by 24,238 advisory countywide councils of various kinds, including overall, agricultural, home demonstration, 4-H Club, and young men and women. The councils held 89,289 meetings with a total attendance of 1,726,158. Other meetings held primarily to help determine Extension programs totaled 76,738 on a community basis and 22,622 countywide.

ON THE LAND

In 1953 farm production was 44 percent above that of before the war, despite the fact that there was no increase in acreage farmed and a decrease of almost 6 million persons on farms. By 1975 there probably will be no appreciable change in acreage farmed but a further decrease in the number of persons on farms. And in 1975, just as in 1953, this country, with a population about 40 million more than at present, will have an ample supply of farm products mainly because of continued application of new technology and findings of research.

The assistance Extension gave farmers and other individuals in adopting recommended production or marketing practices is indicated by the following, listed by item and number of persons assisted: Cotton and other fiber crops, 763,547; grain crops, 1,877,343; hay and other forage, pasture, and range, 1,695,419; vegetables, including potatoes, 1,469,758; fruits and nuts, 710,528; dairy animals and products, 1,555,609; poultry and products, 1,017,095; beef cattle, 1,150,535; hogs, 834,927; forestry, 548,669; soil and water conservation and management, 1,781,515; wildlife, 247,232; planning and management of the farm business, 1,392,594; farm buildings, 358,924; farm mechanical equipment, 549,320.

Examples of progress agents helped farmers make are numerous:

#New questions on crops, fertilizers, and irrigation arose last year in Washington State as a result of new lands being opened up for irrigation farming. To get the answers as quickly as possible, county agents took the lead in

establishing testing plots and helping farmers to benefit from results of local research. At a series of meetings early in 1954 the agents passed on to farmers what had been learned the previous year. Farmers were immediately able to apply the results to their operations.

#When sugarcane marketing quotas left Puerto Rico farmers with idle acres and prospects for lower incomes, Extension workers spearheaded a production and marketing campaign on yellow-type sweetpotatoes. Through individual contacts, demonstrations, and meetings the agents taught farmers better ways to produce, pick, pack, classify, and store the sweetpotatoes. Marketing agreements between growers and canneries were worked out. Last year 5,600 acres of sweetpotatoes, worth \$1,500,000, were produced under the program on land that otherwise would have been idle.

#Improved pastures among Negro landowners in Washington County, Miss., totaled 2,000 acres last year, as compared with 50 acres in 1940. In the State as a whole improved pasture totaled $2\frac{1}{2}$ million acres, as compared with less than 100,000 acres in 1940.

#The county agent in Howard County, Md., 5 years ago saw in trench silos the possibility of cutting milk production costs. At that time not a single dairyman in the county had a trench silo. By starting with a few demonstrators, the agent sold the trench silo idea so well that by 1953 over 100 were in the county. Some silo owners now reduce hay consumption a third and sell hay rather than buy it.

#Farmers in North Dakota netted an additional \$20 million in flax and small grain income last year because of weed control practices established with the aid of county agents. Besides a vast amount of individual work with farmers on the weed control program, county agents held 248 meetings, prepared 438 news stories and 150 radio programs, and distributed 7 circulars.

#In Georgia 491 farmers, in a special project, demonstrated the value of following every cotton production practice recommended by their county agents. Despite a dry season and heavy boll weevil infestation, the growers averaged $1\frac{1}{2}$ bales per acre, $2\frac{1}{2}$ times the State yield. In the State as a whole farmers applied more insecticides and did a better job of boll weevil control than ever before. Insecticides were used on 87 percent of all the State's cotton.

#What Shasta County, Calif., did to turn brush-covered land into profitable grazing areas reflects how Extension is helping ranchers in the State attack range depletion, which is occurring on 26 million acres in California and presenting one of the most serious problems of western agriculture. Starting with 11 demonstrators in Shasta County in 1951, agents have convinced thousands of ranchers that brush clearing, reseeding, and careful management pay. During the past 2 years over 80,000 acres in Shasta County have been treated as recommended. Last year alone 191,000 acres of private rangeland in California were improved.

#Forty-two percent of the 595,000 yearling steers in Kansas last year were produced on a deferred feeding system worked out by research and promoted by Extension. Under the system calves are wintered, grazed 3 months in summer, put on full feed for 100 days, and sold from November 1 to 15 as U. S. Choice after

gaining about 600 pounds, as compared with 300 under the old systems. Kansas producers added over \$7,000,000 to the value of their calves by using deferred feeding.

IN THE HOME

Today's homemaker has a job much more involved and far-reaching than that carried on by her grandmother, or even her mother. For the great technological, social, and economic changes of the last generation--even of the last decade and last year--have brought new problems to every home. No longer can the homemaker content herself with only the cooking, canning, cleaning, and other day-to-day home activities; farming and living have become much too complicated for that. Rather, today's homemaker must attend to all homemaking jobs and also shoulder many additional duties and responsibilities to gain a richer life for her family. She must be an alert and helpful partner in managing farm and home affairs. She must spend more time in helping to improve all phases of her community's life in order to build the kind of community in which she and her family wish to live. She must do her share in other activities, such as citizenship, health, recreation, and child care. She must stay abreast of off-the-farm economic forces and public affairs that affect her family's life.

It was Extension's privilege to help homemakers in both their daily how-to-do-it jobs and in their broader activities and interests in 1953. Here are some highlights:

Figures show that changes in home practices were made by 5,257,682 homemakers who learned of better methods either directly from extension agents or from the 541,989 voluntary local leaders trained by home agents. One and one-half million of these homemakers were members of one of the 64,000 local home demonstration clubs through which they participated in a continuous educational program. But more than three times that number got their help through personal counseling with agents, from meetings, or from other direct contact outside the home demonstration club. In addition, millions of other homemakers were influenced through mass media.

The great interest in how-to-do-it practices in all phases of homemaking resulted partly from the cost-price squeeze that left families with less money to spend on those things that could be done by family members. A few of the problems in relation to which better methods were adopted and the number of homemakers agents assisted with each were as follows: Home and surroundings, 1,391,283; house furnishing and equipment, 1,949,813; clothing, 2,870,332; and foods and nutrition, 3,273,073.

A richer living on farms calls for more than how-to-do-it help. In a recent survey made in Cecil County, Md., 65 percent of the farm women questioned were interested in broader programs, such as citizenship, health, community improvement, and family business affairs. Although much remains to be done in these programs, Extension made definite progress in them last year. For example, agents reported that 1,345,854 families were assisted with citizenship activities, 1,401,208 with health problems, and 1,233,889 with home management and 730,000 with farm economics. All these figures are considerably higher than in previous years.

An idea of progress made in home demonstration work among Negro families can be gained by the following account of how women in South Carolina are using Demonstration House to acquire both a greater desire and more know-how in improved homemaking. The State's 30 Negro home demonstration agents take turns bringing 4 or 5 homemakers for 5-day periods to Demonstration House, located in Jeremiah community. The groups enjoy the modern facilities, see demonstrations in all phases of homemaking, practice recommended ways, and leave with a desire to improve their own homes. The reaction of Mrs. Joe Bryant, of the Sampit community, is typical. "Every night when I'd bathe in Demonstration House I'd think about the old tin tub at home and the well out in the yard," she recalled recently. When Mrs. Bryant returned home she saved an extra dollar here and there until she had enough to install a complete set of bathroom fixtures--and modernize her kitchen as well. Thirty other women have added bathrooms as a result of visiting the model home. Agents predict that 5,000 of the 21,000 Negro farm owners in South Carolina will have bathrooms and modern kitchens within 5 years. Ten years ago fewer than a hundred Negro farm homes in the State had bathrooms.

Two of the more pronounced trends in home demonstration work last year were these:

#More work with young farm families. A 25-county survey in Idaho showed that nearly one-half of all home demonstration club members are under 44 years of age, and one-sixth under 30 years. A study in Mississippi in 1953 revealed that 25 percent of club members had children under 6 years of age. In Thayer County, Nebr., 4 out of 10 club members are under 40 years, and 1 out of 5 is under 30. Each year the number of young homemakers seeking assistance either through club programs or directly from agents increases, indicating that Extension's home economics programs are serving women of all ages. This trend toward younger membership presents Extension with a challenge to further adapt its programs to be of even greater assistance to young families.

#More work with urban families. Agents reported that during the year urban families and nonfarm families on fringes of rural areas were assisted considerably in homemaking and to a lesser degree in their limited crop and livestock operations. Consumer information on agricultural products beamed at the urban family increased the demand for more assistance in other areas of home demonstration work. Many urban families were assisted through meetings, bulletins, press, radio, television, and exhibits, and quite a number of new urban and suburban home demonstration clubs were organized during the year. In addition, the enrollment of urban women in nearby rural clubs increased, and many rural clubs invited urban women to special meetings and tours.

Agents report that urban women who associate with rural women in home demonstration club work not only learn valuable homemaking practices, but also are far more sympathetic with farm problems than those without this experience.

Extension has only scratched the surface in work with urban people, because of limited personnel. Nevertheless, here is a field in which much service can be rendered to the benefit of agriculture and the entire country.

One keystone of a sound agricultural economy is a good home and a happy, well-informed family working together and with others in a progressive community for the benefit of all. Each year more homemakers become aware of this fact and rely on home agents to help them with items ranging from the smallest at-home jobs to communitywide projects. Thus one of Extension's major problems has been to meet these requests with its limited staff of trained home economists.

WORK WITH YOUTH

In its 4-H Club program Extension helps boys and girls develop into well-adjusted, responsible citizens who contribute spiritually and materially to their community, State, and Nation. Last year, in 86,660 local 4-H Clubs, 2,058,114 members--42,000 more than in 1952--were assisted by Extension agents in farming, homemaking, and a wide variety of other activities aimed at helping boys and girls determine and work at their own goals of personal and social growth.

The 4-H project in its natural setting in the home and on the farm is the basic work of the individual 4-H members. Last year 4-H'ers completed 3,297,314 projects. Among these were 834,000--in foods and nutrition, 653,340 in clothing, 590,171 in home improvement, 526,106 in livestock, 180,123 in poultry, 296,060 in fruits and vegetables, 292,500 in agronomy and conservation, and 188,796 in agricultural engineering.

Projects start youngsters on the way to becoming successful adult farmers and homemakers by developing in them, first, an appreciation of a job well done and, second, a love and basic understanding of their particular project interests. What Martin Johnson, of Laurel, Del., and Sharon Hall, of Craig, Colo., have accomplished should indicate the value of 4-H projects. From a small beginning 7 years ago, Martin steadily increased his project work--and farming know-how--to the point where he now is in partnership with his father on their 350-acre farm. They have 65 dairy animals, 50,000 broilers, and over 100 market hogs. Sharon prepared 1,861 meals, canned 1,742 jars of food, made 43 dresses and other clothing items, and grew plants and flowers to beautify her home.

Learning to work together for the good of all was emphasized last year by 4-H group activities and projects such as community service, health, safety, and citizenship. Enrollment in these and similar activities ranged from over 200,000 to higher than 674,000. Work of three community clubs shows the worth of 4-H group efforts. After three farmers in one North Carolina community had been injured on their farms within a month, members of the local 4-H Club launched a safety campaign. They distributed safety bulletins, made hazard surveys and publicized their findings, screened porches, repaired steps, and corrected other farm and home hazards. In Sutter County, Calif., 4-H members raised \$400 to help buy equipment for the new polio wing of the local hospital. In the Riceboro community of Liberty County, Ga., Negro 4-H Club members raised \$275 to buy shrubbery to landscape their new school. Club members and their adult leaders also assisted in landscaping 17 homes in the community.

Assisting Extension agents with 4-H projects and activities last year were 242,222 adults, 18,000 more than in 1952. These leaders gave liberally of their time to help direct members of local clubs. Had it not been for these local leaders the agents could not have been nearly so effective in 4-H work. Also helping in local clubs were 67,370 junior leaders. Adult and junior leaders held 634,539 local club meetings.

Last year in Extension's YMW (young men and women) program a total of 371,406 young farm people were assisted in some phase of farming, homemaking, or group activities. Just over 75 percent of all organized group contacts with young men and women in YMW work were with those in groups either formed by some organization other than Extension or in groups in which Extension was joint sponsor.

The more pressing overall problems in 4-H programs are covered by the following points:

1. Last year in the 4-H age group there were about 24 million boys and girls--5 million farm, 5 million rural nonfarm, and 14 million urban youth. Only 29 percent of all boys and girls on farms were in 4-H Clubs, while 8 percent and 2 percent of the rural nonfarm and urban youth, respectively, were reached with 4-H work. Extension feels that these percentages are too low, particularly with respect to the farm and rural nonfarm groups. However, agents, in the aggregate, spent 37.1 percent of all their working time on 4-H work, and can hardly increase this amount without their other work suffering. Greater use of well-trained local adult and junior leaders can help bring 4-H to more boys and girls. Even more use of such leaders would call for more of the Extension agent's time.

2. Owing to the rapid rise in 4-H Club membership during recent years the number of 4-H'ers 12 years of age and under has risen from 40 percent of the total membership in 1935 to 54.8 percent in 1953. During the same period the percentage of members 16 to 20 years of age dropped from 20.4 down to 11.2. In 1953 slightly over a third of all members had been in the 4-H program for a year or less, 22.8 percent were in their second year, and only 8.3 percent had 6 years or more of 4-H training.

These facts point to the need for Extension adjusting its 4-H program to the interests and needs of teen-age boys and girls without losing its younger members.

3. With more emphasis being placed on the farm unit approach in solving problems and making adjustments, the entire 4-H Club program, and especially the 4-H project, must be more closely related to farm and home development and the economic situation.

Last year 250 young men and women trained in 4-H Clubs participated in IFYE (International Farm Youth Exchange), sponsored by the National 4-H Club Foundation and Extension and dedicated to peace through understanding. Included in the total were 117 outbound United States delegates from 44 States and Territories and 133 inbound exchangees from 34 countries. Former delegates have reached over 3 million people through talks alone, and many times that number through radio, television, newspapers, and magazines.

SPECIAL PROBLEMS

The foregoing overall facts and figures tell only part of the story of how Extension agents helped farm people apply scientific information to their farm and home operations and to off-farm situations. Another part of the story is in the work Extension did to help farm families with knotty problems more or less national or regional in scope. Following are examples of this work:

Dairy Cow Culling and Milk Consumption. Since late in 1952 milk production has been higher than consumption, and in 1953 the problem of surplus milk became acute when 121 billion pounds were produced and only 116 billion pounds were used. Extension used a two-way attack in its efforts to bring supply and demand closer in balance: It encouraged the culling of unprofitable cows, and it promoted increased consumption of milk.

Through all their methods of reaching farmers, Extension agents began intensive educational work to tell dairy farmers why culling was important, both in the current supply-demand situation and for a sound long-time milk production and marketing program. Although a 10-percent total reduction in United States dairy cow numbers is the goal of the culling program, agents have not recommended an across-the-board 10-percent cut in cow numbers by all farmers. Rather, they asked each dairyman to study his own situation and herd to determine whether he needed to cull. The dairyman was encouraged to rid his herd not only of unprofitable milkers that were losing him money and adding to the surplus milk problem, but also of hard milkers, aged cows, slow breeders, and those with Bang's or other diseases. Early indications are that the individual farm approach to the surplus milk situation has been effective. For example, one in every three dairy farmers in Belmont County, Ohio, who kept production records culled an unprofitable cow from his herd in 1 month. Dairymen throughout the State culled at a lower rate than this, but records of 1,900 showed that they culled 2,270 cows during the first 3 months of 1954--37 percent more than during the same period last year. In Missouri during a 3-month period culling by dairy herd improvement association members was 31 percent greater than in the like period of the previous year. In Texas the rate of culling in 1954 exceeded that of 1953 by 18, 34, and 34 percent respectively for April, May, and June. Although these data are for D. H. I. A. herds only, it seems likely that other dairymen would be following a similar pattern.

To stimulate milk consumption Extension agents and specialists conducted broad educational programs among consumers. Agents stressed the importance of more milk and milk products in the diet, and the different ways of using milk and dairy products. They also described the nature and problems of the dairy industry to promote better understanding between producers and consumers. Producers, processors, and handlers were encouraged to look for ways to cut milk production and distribution costs so that prices to consumers might be lowered and consumption increased.

Grain Storage. Large crops of grain and the buildup of stocks carried over from previous years caused a critical grain storage problem in 1953 and 1954. A program was outlined at a national grain storage conference at Omaha, in March 1954, designed to help farmers build more storage and to expand both commercial and Commodity Credit Corporation storage. Extension was asked to lead in a

national educational program to (1) explain to farmers, elevator operators, and others the storage problem and the availability of Government programs to help expand farm and commercial storage; and (2) disseminate the latest research results and local experience on constructing storage facilities and keeping grain in good condition.

Throughout the grain and oilseed producing area, each State surveyed its situation with respect to available storage space and probable needs. With this background an intensive educational program has been carried on through personal contacts, meetings, demonstrations, press, radio, television, and special publications to encourage construction of all types of grain storage space, especially on-farm storage.

A brief account of how Extension workers in Oklahoma helped meet the State's wheat storage problem illustrates the substantial headway all States have made in solving grain storage difficulties. Realizing in the fall of 1953 that the wheat storage problem would be acute in 1954, Oklahoma Extension personnel began an intensive drive to encourage farmers and grain dealers to provide additional storage. At a series of meetings in all grain-producing counties the current storage situation and possibilities of a storage shortage were pointed out. The meetings were followed by extensive press and radio coverage of the situation. Likewise, Extension used a concentrated educational program to inform farmers of provisions of the wheat marketing quota provisions so that they might be more familiar with the supply and demand, as well as storage. The State specialists in grain marketing, agricultural engineering, and entomology worked closely with the county agents and others, both in Government and private industry, to promote the building of additional storage, control of stored-grain insects and rodents, and use of aeration equipment. Results were excellent. Between the end of the 1953 harvest and June 1954, wheat storage space in Oklahoma was increased by one-third, from 123 million bushels to $164\frac{1}{2}$ million bushels. Of the total increase, terminal elevators accounted for 20 million bushels, country elevators for 16 million bushels, on-farm storage for 5 million bushels, and Government-owned storage for $\frac{1}{2}$ million bushels. Seventy-five percent of the new terminal and country elevator storage construction was completed by farmer cooperative associations.

The new facilities are now taking care of the wheat storage requirements and will increase the gross cash returns to Oklahoma farmers by at least \$10,000,000 in 1954 by allowing them to store grain and get Government loans rather than sell their crop at harvesttime at prices below the loan.

Reports from all grain-producing States tell of intensive educational programs comparable with those in Oklahoma. In the first 6 months of 1954 the Commodity Credit Corporation made farm storage loans covering 22.4 million bushels of additional space. This compares with loans covering 6.9 million bushels in the first 6 months of 1953. The State Extension Services in the spring wheat, barley, and oat areas and in the rice, soybean, and sorghum areas are continuing their programs to help farmers build more storage. There is every reason to believe that grain storage needs will be met in 1954.

Drought. Extension was of immeasurable aid in making effective the joint Federal-State program of assistance in the drought areas last year.

County agents in drought areas concentrated on helping with relief efforts, appraising the situation in each local area, getting buyers and sellers together, and advising farmers on emergency livestock feeding, disease control, and management problems. These agents tabulated producers' immediate needs and reported livestock available for sale to States where feed and pasture were available. In feed-surplus States county agents advised farmers as to where cattle were available for purchase. They also prepared lists of farmers having hay for sale and made such information available to drought States. This interchange of information between drought and surplus feed areas plus the Government's emergency feed program, beef purchases, and special livestock loans brought relief to the farmer and steadied the market.

Extension home demonstration agents and consumer education specialists spread the facts about beef as a good buy. This helped increase consumption in all sections of the country.

Midwestern cattle feeders who normally buy their feeder cattle from the drought area in fall were encouraged to buy in summer.

Extension agents assisted farmers in their programs aimed at providing larger quantities of stored feeds for use either in future droughts or in normal operations. For example, Missouri county agents were effective in encouraging farmers to plant and store more supplemental pasture and forage crops having high resistance to drought conditions. Ways to conserve and make most efficient use of these crops were publicized through demonstrations, meetings, press, and radio. Agents emphasized the importance of building more silos. Farmers responded by constructing 28,000 silos in 1953, as compared with 13,000 the previous year, and 5,000 in 1951. In Kansas a stepped-up educational program on the value, construction, and use of silos resulted in 6,941 silos being built by farmers last year. This total exceeded by 35 percent the number constructed in 1952. The drought and expanding livestock numbers caused farmers in all sections of Mississippi to build additional silos. Farmers in De Soto County alone constructed 80 new silos last year.

EXTRA ATTENTION

In 1953, as in every year, some phases of Extension's program came in for extra attention in the way of study, reappraisal, and action. Some of these are discussed below.

Farm Unit Approach. The Extension Service has always undertaken to improve its techniques--or approaches--used in helping farm families to help themselves. One of these is the unit or whole-farm approach. This approach, now being intensified by State Extension Services, is of vital importance because:

1. The farm today is a business that is family-operated, family-managed, and family-financed. This business requires a combination of many skills and much know-how. The various elements that go into the operation of a farm and home must fit together if the unit is to be a reasonably smooth-running, • economically successful enterprise.

2. As farming has grown more complicated, solutions of the resulting problems have become more involved and specific to individual farms. Many of these solutions cannot be effectively relayed to farm families through mass education methods alone. They must be worked out where they originate--on each individual farm. Hence, to be of more genuine service to the farm family, the agent must become a more intimate adviser. Only in this way can he assist the family in more wisely applying scientific information to its own situation.

These facts point to the importance of the unit approach--a method that helps individual farm families to analyze their problems more thoroughly and to make wise decisions on all phases of farm work and life, taking into account such factors as economic trends and the family's needs, desires, opportunities, resources, and experience.

The farm family itself views the unit approach as a way to use all its resources fully and wisely to secure the best possible living on the farm.

Emphasis on the farm unit approach was born out of the needs of farm people, and in response to their requests. However, this approach does not in any sense mean an abandonment of Extension's other time-proven methods of reaching farm families and of giving service to them with respect to particular problems. Rather, it calls for further improving these methods and using the unit approach where more personalized assistance is needed.

Nor is the farm unit approach new to Extension. Actually the lifeblood of Extension's early work was the personal type of help given farm families. Thousands of success stories can be told of what happened when this approach was applied to the problems of individual farm families. The following account of what happened in one North Carolina county when Extension agents gave intensive on-the-farm assistance in helping farm families build a better agriculture and life best depicts this.

Back in 1940 Clay County, N. C., was pretty well known as a "poor mountain county." It had 370 families on public welfare rolls. Its churches, schools, roads, and other community facilities were in the state of repair that a per-farm cash income of \$92 a year would suggest. Total cash income from its 1,097 farms was a meager \$101,164. There were only 74 farms with electricity. On the farms were a total of 30 trucks, 12 tractors, and 145 automobiles.

Clay County's farms produced only corn, wheat, rye, hay, and pasture. Corn averaged 18 bushels an acre; yields of other crops were correspondingly low. There were no improved pastures.

That was Clay County in 1940.

How's Clay County doing today? It still has its mountains. It still has its people. But otherwise it bears little resemblance to Clay County of 1940. Farming is more prosperous, families enjoy a better standard of living. All in all, life in Clay County is good and satisfying.

Clay County can boast of quite a few facts and figures that reflect its present state of prosperity: Income per farm was \$1,870 in 1953, mainly owing to

a shift from home-use production to commercial production of hatching eggs and milk. The number of hens increased from 30,000 to 170,000, nearly all in commercial flocks. Milk cows increased by 400, and their production was channeled into commercial uses.

In 1953 Clay County averaged 32 bushels of corn per acre, as contrasted with 18 bushels in 1940. Farmers reduced small grain acreage 50 percent by discontinuing the crops on poor, unsuited land. These acres were planted to sod crops for hay and pasture.

Today there are dependable marketing facilities for milk, eggs, and chickens.

Such farming progress was quickly reflected in homes and communities. Today 98 percent of all farm homes have electricity. Mechanical refrigerators increased from 55 in 1940 to 660 in 1953. Homes with running water went from 92 to 630; those with bath rose from 36 to 293. Thirty-two churches were either rebuilt or remodeled during the past 13 years. The business growth of Hayesville, the county seat, paralleled the rural growth of Clay.

Only one family was on public welfare rolls in 1953.

Young people are coming back to the farm because there is now a way for them to make a living on the land. One young farmer had this to say: "I would never have come back to Clay County if it had not been for the dairy business. . . I certainly could not have supported my family here had it not been for some big changes."

And how did the changes come about? A statement by a farm homemaker, wife of a World War II veteran, gives some indication. Said she, "I'm sure Clay would have made some progress because of the overall economic situation, but it certainly would not have been as rapid or as great during the past 10 years if it hadn't been for an adequate number of Extension workers in our county."

The progress was planned. In 1941 Clay County was considered North Carolina's No. 1 problem county, agriculturally. The State Extension Service director decided to make Clay a pilot county--to see what an adequate number of Extension workers could do in a county that had at that time a county agent and a home agent. Four experienced workers--two men and two women--with records of being able to help farm people plan, organize, and work together were put to work in Clay County. Since 1942 there have been 4 or 5 agents continuously in the county.

These agents used the "family approach." They were in close personal contact with the families, helping them to size up their problems and to meet them. In every sense of the word the agents gave on-the-farm assistance.

The approach to Clay County's problems was studied and agreed upon jointly by farm and Extension people. Then the farm families in each of the county's 13 communities were assisted with farm and home development programs. During World War II much of the effort centered on improving the soil, producing more adequate supplies of food for home use, and wartime activities. During this period income

was not a major problem because of outside income from family members in the armed services or defense plants.

It was in 1946 that farm people and Extension workers began intensive studies to appraise situations on individual farms, marketing possibilities, and ways to increase income. The studies indicated that intensive dairy, poultry, and vegetable production offered greatest opportunities. On this basis the agents began their farm unit work which featured these points.

1. The farm and home were treated as a unit. Better living as well as better farming was stressed.

2. The agents worked closely with individual families and small groups of families.

3. Agents and farm leaders worked vigorously to develop and expand markets for farm products.

In spite of the progress made in Clay County, much still needs to be done to further increase farm income and improve farm living conditions for all the people.

The type of progress attained in Clay County, N. C., can be repeated in counties throughout the entire country with an adequate staff of trained Extension workers backed by an expanding research program. In 1953 work of this type was expanded within the limits of available Extension resources with gratifying results.

Marketing. Marketing is a counterpart of production. Even the most efficient results attained in farm production are meaningless until marketing of the items is accomplished. Production should serve consumption needs. We must consider that marketing affects more than the farm family's welfare, for it is also of concern to those who in any way handle the products in trade channels and those who buy and use the products. Of necessity Extension educational work in marketing involves producers (5 million farms), handlers (2 million firms), and consumers (160 million persons). The interests of these three groups are closely related. All benefit when the market is supplied with the quantity and quality of products in demand, when marketing services beyond the farm are efficient, and when consumers are satisfied customers.

Extension's job in the marketing field consists mainly of helping to (1) increase efficiency in marketing in order to reduce marketing costs for the services rendered between the producer and consumer, which now take 55 percent of the consumer's food dollars; (2) develop domestic markets to the fullest extent to offset the drop in wartime and foreign demand for agricultural products; (3) create among consumers and producers a better understanding of the price-making mechanism and the marketing system as a whole; and (4) help farmers with marketing plans by providing outlook and market information.

Extension has the responsible and difficult job of helping farm families adjust their output to present markets as well as constantly seeking ways to expand markets. Farmers require sound outlook and marketing information on when,

how, and where they can get the maximum return for their output. Then, too, Extension can increase its efforts to narrow the educational gap with handlers to help these people improve their operating efficiency and maintain quality of farm products in order to better meet competitive demands and problems. On the other end of the marketing chain, consumers could well apply more meaningful marketing information on availability, selection, care, and use of farm products. An informed public will become better customers for farm products and help raise dietary and living standards.

During the past year Extension has made real progress in its educational work in marketing with producers, handlers, and consumers. These few examples are indicative of this fact:

#Last year in 37 Texas counties, where agents worked with all segments of the poultry industry on a quality egg marketing program, 20 million dozen eggs were purchased from producers on a graded basis and at 5 cents above the going market price. Producers, handlers, and consumers alike profited from the program.

#A market near Albany, N. Y., had been losing volume on tomato sales for several years before 1953. Extension agents set up a marketing demonstration in which 24 growers graded and packed their tomatoes in an attractive package and used a single brand name. During the year these growers received a premium of about 25 percent over other producers, and considerable improvement occurred on the entire market before the end of the season.

#In Alabama a supermarket operator reported to his county agent that in less than a year's time he had increased average produce department sales by \$1,000 a week by applying the methods, techniques, and practices learned at an Extension produce merchandising clinic. This same operator was also assisted by the county agent in obtaining graded, quality-controlled eggs from local producers. Results included a rise in his egg sales and, more important, the acceptance of better marketing practices by other operators in the surrounding area who heard of the agent's work.

#A study of consumer information on marketing in the Louisville, Ky., area last year revealed that the approximate regular readership of the consumer education newspaper columns was 13 percent of the families taking a newspaper; the regular radio audience was 14 percent of the families listening at that hour; and the regular television audience, 21 percent of the families watching television at broadcast time. Including the irregular readers of the column, listeners to the radio program, and viewers of the television broadcasts once or more a month, the columns were read in 45,000 homes, the radio program was heard in 12,000 homes, and the television program was seen in 10,000 different homes.

Last year Extension agents assisted farmers by furnishing them with information on various aspects of marketing, including market outlets, outlook and price prospects, grading and marketing practices, and organization, facilities, and services needed in marketing. For example, they helped 332,076 in vegetable marketing, 605,258 in dairying, 380,592 in swine, 610,048 in grain crops, and 431,451 in cotton and other fiber crops. Agents were active in helping those who bought, sold, handled, processed, and transported farm products. They assisted 18,190 retailers with merchandising problems. Finally, Extension agents had a

potential audience of 66 million which they could help with consumer marketing problems.

Though some progress was made last year in all phases of marketing educational work, only a few of the more urgent needs were met. The potential is great. For example, the need for consumer education was vividly shown in Oregon recently when only about half of 1,200 women surveyed could identify meat cuts; less than half knew when various meats were available in largest quantity, and less than half could judge quality of meat when it was not graded. A similar lack of marketing information might generally be expected on the part of producers and handlers of agricultural products.

Relationships. Extension was an active participant in the excellent relationships between the USDA, land-grant colleges, and farm organizations. Extension cooperated fully with all agencies of county, State, and Federal Government and with business and civic groups. Leaders of all these agencies and groups realized that only by pulling together could they accomplish the maximum in solving basic agricultural problems. The sincerity and eagerness with which these leaders cooperated and the outlook for fine relationships to continue was one of the high points of the year's work.

No available Federal funds were withheld from the States during the year for failure to meet the requirements set down by the Congress.

NOTE: For full details of results obtained in the major activities of cooperative extension work see the statistical report Extension Activities and Accomplishments, 1954 (U. S. Dept. Agr. Ext. Serv. Cir. 494, May 1954).

UNITED STATES DEPARTMENT OF AGRICULTURE
EXTENSION SERVICE

June 30, 1956

STAFF OF EXTENSION WORKERS

State or Territory	Number of Agricultural Counties	Directors and assistant directors	County agent work						Home demonstration work						Boys' and girls' club work ¹						Total Specialists	
			White			Negro			White			Negro			White			Negro				
			State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents		
Eastern Region:																						
Connecticut....	8	2	1	1	8	10	1	1	8	1	4	1	1	1	1	1	1	8	1	1	30	
Delaware.....	3	1	1	1	3	2	1	1	3	1	2	1	1	1	1	1	2	1	1	1	16	
Maine.....	16	2	1	1	14	6	1	1	14	2	2	1	1	1	1	1	1	15	1	1	18	
Maryland.....	23	1	1	1	23	21	1	1	23	1	11	1	1	1	1	1	1	1	1	1	185	
Massachusetts..	12	1	1	1	12	22	1	1	12	9	13	1	1	1	1	1	1	1	1	1	126	
New Hampshire..	10	2	1	1	10	15	1	1	10	6	16	1	1	1	1	1	1	10	1	1	70	
New Jersey....	20	2	2	1	20	70	1	1	20	55	52	1	1	1	1	1	1	18	5	5	120	
New York.....	56	1	1	4	56	67	1	1	56	67	13	1	1	1	1	1	1	54	40	40	506	
Pennsylvania....	67	5	1	1	3	72	1	1	3	3	13	1	1	1	1	1	1	3	13	2	317	
Rhode Island....	5	1	1	2	14	1	1	1	1	13	1	1	1	1	1	1	1	13	2	2	28	
Vermont.....	14	2	1	2	50	3	1	1	50	39	1	1	1	1	1	1	1	36	1	1	70	
West Virginia..	55	2	1	2	50	3	1	1	50	39	1	1	1	1	1	1	1	36	1	1	181	
Region Total...	289	22	9	9	280	232	1	11	12	12	266	104	1	2	17	15	27	167	79	3	524	1,792
Southern Region:																						
Alabama.....	67	2	1	4	67	106	1	2	36	1	4	67	58	1	2	36	1	1	1	1	37	
Arkansas....	75	3	1	4	79	44	1	1	22	1	6	79	12	1	1	26	1	1	1	1	313	
Florida.....	63	2	1	3	65	41	1	1	10	1	4	47	18	1	1	12	2	5	1	1	240	
Georgia.....	158	5	1	5	154	45	1	1	47	2	6	129	22	1	1	34	1	1	1	1	55	
Kentucky....	120	2	1	6	120	59	1	1	2	1	6	100	14	1	1	26	1	1	1	1	375	
Louisiana....	64	2	1	6	64	69	1	1	20	1	4	64	40	1	1	21	1	3	1	1	342	
Mississippi....	82	2	1	4	82	92	1	1	47	1	6	81	37	1	1	29	1	4	1	1	478	
North Carolina..	100	3	1	6	100	149	1	3	57	1	7	100	89	1	1	37	1	6	1	1	669	
Oklahoma....	77	2	1	4	77	52	1	1	13	1	5	77	36	1	1	14	1	3	1	1	333	
South Carolina..	46	2	1	3	46	55	1	1	33	1	4	46	28	1	1	31	1	2	1	1	307	
Tennessee....	95	3	1	5	95	84	1	1	14	1	5	92	38	1	1	13	1	3	1	1	410	
Texas.....	254	3	1	12	247	82	1	2	53	1	13	185	38	1	1	46	1	3	1	1	756	
Virginia....	99	5	1	5	97	63	1	1	30	1	6	89	17	1	1	30	1	4	1	1	425	
Puerto Rico....	60	3	1	6	99	54	1	1	5	1	5	99	14	1	1	23	1	5	1	1	242	
Region Total...	1,360	39	3	73	1352	995	9	15	384	11	81	1215	461	3	16	385	17	48	7	4	712	5,830
No. Cent. Region:																						
Illinois.....	102	2	1	7	99	39	1	1	5	1	94	18		1	1	10	39		1	1	61	376
Indiana....	92	2	1	5	92	58	1	1	2	1	72	11		1	1	12	42		1	1	78	365
Iowa.....	99	4	1	6	99	8	1	1	5	1	72	9		1	1	5	38		1	1	107	361
Kansas.....	105	2	1	6	105	2	1	1	4	1	88	9		1	1	6	42		1	1	65	334
Michigan....	83	2	1	5	76	31	1	1	3	1	99	5		1	1	11	53		1	1	89	340
Minnesota....	87	2	1	3	91	19	1	1	3	1	63	1		1	1	9	16		1	1	41	252
Missouri....	114	2	1	5	114	91	1	1	7	1	106	6		1	1	6	5		1	1	45	389
Nebraska....	93	2	1	1	83	17	1	1	3	1	41	2		1	1	4	2		1	1	42	205
North Dakota..	53	1	2	3	51	10	1	1	4	1	18	1		1	1	7	23		1	1	26	120
Ohio.....	88	3	2	5	88	48	1	1	4	1	82	1		1	1	4	2		1	1	60	298
South Dakota..	67	2	1	3	99	6	1	1	4	1	38	1		1	1	7	21		1	1	34	153
Wisconsin....	71	4	1	5	71	40	1	1	4	1	66	7		1	1	5	23		1	1	70	296
Region Total...	1,054	28	7	58	2028	369		10	42	799	64			4	15	84	255	8		712	3,499	
Western Region:																						

U. S. DEPARTMENT OF AGRICULTURE
EXTENSION SERVICE

SUMS OF FUNDS ALLOTTED FOR COOPERATIVE EXTENSION WORK IN STATES, ALASKA, HAWAII, AND PUERTO RICO
FOR THE FISCAL YEAR ENDING JUNE 30, 1954

STATE	GRANT TOTAL	TOTAL FUNDS FEDS	TOTAL FUNDS THE STATES	FUNDS FROM FEDERAL SOURCES			FUNDS FROM STATE AND COLLECT	FUNDS FROM STATE GOVT	LOCAL NON-FEDERAL SOURCES
				SMITH-LEWIS ACT AS AMENDED JUNE 26, 1953	CLARK-MORGAN FORESTY	PEAK HORTICULTURE TITLE V			
Alabama	\$ 7,403,425.50	\$ 1,213,865.56	\$ 1,260,340.00	\$ 1,166,592.56	\$ 1,600.00	\$ 600.00	\$ 14,410.00	\$ 641,500.00	\$ 10,861.00
Arizona	4,310,225.00	183,677.45	250,477.50	183,237.45	60.00	60.00	210,377.55	45,440.00	0.00
Arkansas	1,795,847.50	604,334.45	411,374.00	601,607.55	1,620.00	640.00	510,560.00	241,125.00	0.00
California	1,142,367.63	73,453.65	3,519,125.98	721,191.85	1,620.00	640.00	640.00	1,062,643.00	1,062,643.00
Colorado	1,178,824.61	357,716.81	770,642.00	351,956.16	1,260.00	640.00	3,940.65	2,456,281.00	1,062,643.00
Connecticut	6,411,607.97	174,334.60	450,356.28	165,839.69	1,620.00	640.00	5,235.00	245,831.28	155,667.00
Delaware	274,412.39	161,702.39	132,370.00	95,062.39	1,620.00	640.00	6,000.00	124,065.00	3,000.00
Florida	1,511,480.70	146,513.70	1,224,967.00	362,753.70	1,620.00	640.00	1,500.00	734,577.00	1,500.00
Georgia	711,010.77	1,484,611.00	1,251,449.77	320,000.00	1,620.00	640.00	5,100.00	700,000.00	68,411.00
Illinois	677,406.49	277,613.17	579,432.12	274,313.17	2,880.00	640.00	12,170.00	327,412.12	238,000.00
Indiana	2,19,118.00	968,752.00	2,06,151.00	952,940.72	3,240.00	640.00	12,700.00	865,121.00	80,000.00
Iowa	2,616,627.58	904,656.27	825,106.27	825,106.27	1,620.00	640.00	16,050.00	837,616.00	18,462.31
Louisiana	1,743,323.00	660,420.00	1,152,233.41	641,360.09	1,620.00	640.00	16,000.00	510,960.00	1,500.00
Maine	2,151,344.00	999,080.59	1,32,591.73	1,143,803.41	1,620.00	640.00	6,200.00	620,000.00	374,000.00
Maryland	1,125,411.00	77,770.00	231,906.37	786,610.16	1,620.00	640.00	8,450.00	1,06,929.25	219,000.00
Massachusetts	1,175,771.12	234,214.77	1,017,357.00	225,518.11	1,620.00	640.00	4,128.26	190,821.00	91,350.00
Michigan	2,876,600.96	851,534.65	231,972.17	221,281.47	1,620.00	640.00	11,650.00	825,120.00	1,217.00
Minnesota	1,821,644.67	825,052.36	1,992,583.32	854,842.38	1,620.00	640.00	26,370.00	1,432,469.00	44,199.35
Missouri	731,104.25	874,627.75	1,247,324.36	843,924.75	1,620.00	640.00	8,775.00	1,58,300.00	4,000.00
Mississippi	1,04,012.00	1,06,324.00	1,283,572.10	1,016,090.78	1,620.00	640.00	22,050.00	787,000.00	18,700.00
Missouri	303,323.00	613,812.00	613,521.00	281,132.09	1,620.00	640.00	6,000.00	678,000.00	171,000.00
Montana	1,49,125.00	944,813.76	535,553.76	535,553.76	1,620.00	640.00	7,000.00	600,521.24	328,134.00
Nebraska	284,407.00	118,373.00	16,235.46	116,533.88	1,620.00	640.00	6,535.00	78,458.71	5,140.00
New Hampshire	433,373.53	133,448.17	124,653.17	124,653.17	1,620.00	640.00	17,100.00	567,753.97	564,750.00
New Jersey	1,160,110.00	271,641.00	528,281.33	252,152.73	1,620.00	640.00	30,500.00	1,432,469.00	44,199.35
New Mexico	1,175,000.00	271,552.73	3,772,450.08	774,309.11	1,620.00	640.00	12,196.00	12,196.00	1,720.00
New York	1,111,134.19	1,111,134.19	3,21,781.00	1,510,150.92	1,620.00	640.00	2,030,681.00	1,112,500.00	1,112,500.00
North Carolina	1,12,363.90	419,751.50	1,260,935.50	407,691.50	1,620.00	640.00	9,800.00	330,592.00	1,100.00
Ohio	2,316,500.00	1,001,654.31	1,260,935.50	1,058,634.31	1,620.00	640.00	8,500.00	700,224.00	537,777.00
Oklahoma	2,160,031.44	90,457.34	1,203,576.00	88,708.34	1,620.00	640.00	19,489.00	953,576.00	300,000.00
Oregon	1,49,503.52	350,420.12	1,61,53.50	1,230,043.50	1,620.00	640.00	8,600.00	38,410.00	1,230,043.50
Pennsylvania	2,305,300.00	1,877.68	1,305,157.32	1,141,464.68	1,620.00	640.00	5,153.00	97,157.32	112,194.00
Rhode Island	178,147.76	74,111.96	104,004.82	73,419.96	1,620.00	640.00	700.00	51,536.00	4,141,432.00
South Carolina	1,05,511.00	652,464.51	1,06,413.00	1,043,073.00	1,620.00	640.00	1,620.00	3,240.00	1,620.00
Tennessee	1,166,110.00	1,166,110.00	1,06,521.00	1,152,765.98	1,620.00	640.00	8,000.00	17,400.00	17,400.00
Texas	4,47,353.00	1,900,611.00	2,46,845.00	1,978,016.00	1,620.00	640.00	9,005.00	91,529.90	1,400,067.13
Utah	1,160,911.00	21,275.00	376,413.00	201,557.96	1,620.00	640.00	10,079.00	27,272.00	110,000.00
Vermont	2,170,250.00	319,995.00	407,923.50	1,300.00	1,620.00	640.00	2,250.00	23,600.00	1,750.00
Virginia	2,160,031.44	3,577.77	931,32,77	8,457.00	1,620.00	640.00	17,400.00	377,122.00	1,400,067.13
Washington	1,05,511.00	617,411.91	617,411.91	617,411.91	1,620.00	640.00	640.00	36,000.00	1,620.00
West Virginia	1,01,100.00	490,221.17	596,513.37	596,513.37	1,620.00	640.00	1,800.00	1,87,180.00	1,87,180.00
Wisconsin	1,05,511.00	365,116.00	1,240.00	1,240.00	1,620.00	640.00	15,00.00	1,240.00	1,240.00
Wyoming	1,05,511.00	1,11,445.00	181,063.55	1,200.00	1,620.00	640.00	640.00	275,833.00	137,135.00
Alaska	1,05,511.00	176,086.00	176,086.00	176,086.00	1,620.00	640.00	9,225.00	77,833.00	371,300.00
Guam	1,05,511.00	67,751.25	67,751.25	67,751.25	1,620.00	640.00	640.00	67,751.25	67,751.25
Puerto Rico	1,05,511.00	6,170.00	1,05,511.00	1,05,511.00	1,620.00	640.00	1,05,511.00	1,05,511.00	1,05,511.00

U. S. DEPARTMENT OF AGRICULTURE
EXTENSION SERVICE

BUDGET OF FUNDS FROM ALL SOURCES FOR COOPERATIVE AGRICULTURAL EXTENSION WORK IN STATES, AGRICULTURAL, HAWAII, AND PORTO RICO, FOR THE FISCAL YEAR ENDED JUNE 30, 1952

STATE	TOTAL FEDERAL FUNDS	TOTAL WITHIN THE STATES	FUNDS FROM FEDERAL SOURCES			FUNDS FROM STATE AND LOCAL SOURCES			FUNDS FROM STATE AND LOCAL SOURCES		
			CLARKE-MURRAY FORESTY	SMITH-LYNN BANKHEAD PLANNING	CAPER-LINCHAN PLANNING	ADDITIONAL COOPERATIVE	FARM HOUSING ACT	MARKETING ACT	STATE AND LOCAL	STATE AND LOCAL	STATE AND LOCAL
Alabama	\$ 2,610,916.63	\$ 1,212,066.63	\$ 1,298,102.32	\$ 1,620.00	\$ 642,575.72	\$ 35,020.71	\$ 3,724,15	\$ 640.00	\$ 14,000.00	\$ 721,236.20	\$ 51,46.06
Arizona	376,941.57	183,237.45	213,724.12	—	96,333.84	63,839.68	23,066.93	—	11,661.64	77,642.28	—
Arkansas	1,711,45.43	717,215.58	744,159.44	1,620.00	526,592.10	426,596.18	51,756.11	6,949.16	95,61	4,042.42	272,128.40
California	3,710,074.03	713,43.65	3,005,10.16	1,620.00	425,584.70	256,791.30	34,817.85	—	620.00	3,740.65	503,935.56
Connecticut	1,046,454.28	157,56.61	702,957.47	1,260.00	158,167.34	161,653.37	24,539.62	27,395.83	620.00	6,182.26	321,957.71
Delaware	669,754.51	173,694.7	495,901.84	1,620.00	101,382.06	49,070.84	2,124.68	—	492.26	6,182.51	14,181.00
Florida	1,946,454.48	191,73.39	905,821.85	1,620.00	569,38	18,495.29	21,023.72	—	640.00	6,182.50	14,181.00
Georgia	1,491,51.51	345,751.70	205,680.21	1,620.00	212,036.26	121,915.16	28,862.26	26,412.70	620.00	6,182.50	14,181.00
Hawaii	1,251,35.87	1,251,35.87	1,400,205.10	2,565.00	663,817.44	128,183.35	523,826.15	37,331.48	26,412.70	620.00	6,182.50
Idaho	711,350.65	277,454.34	513,791.97	2,880.00	129,361.37	119,594.39	23,089.92	3,525.15	620.00	6,182.50	14,181.00
Illinois	1,114,471.09	2,164,469.28	2,164,469.28	3,240.00	421,882.23	312,706.35	34,498.65	34,498.65	620.00	6,182.50	14,181.00
Indiana	2,717,366.77	711,321.04	1,953,006.69	1,620.00	467,963.51	356,525.41	32,596.72	28,020.62	620.00	6,182.50	14,181.00
Iowa	2,551,113.20	303,01.7	1,648,153.63	1,920.00	620.00	316,989.26	245,759.97	28,385.45	50,228.73	620.00	6,182.50
Kansas	2,154,454.45	1,850,454.45	1,850,454.45	1,620.00	616,200.00	616,200.00	616,200.00	—	620.00	6,182.50	14,181.00
Louisiana	1,127,71.82	1,038,192.26	1,038,192.26	1,620.00	428,385.39	327,089.57	31,141.20	2,216.53	620.00	6,182.50	14,181.00
Maine	1,116,471.14	1,116,471.14	1,319,335.93	1,620.00	126,722.68	72,517.33	24,061.57	2,216.53	620.00	6,182.50	14,181.00
Massachusetts	1,111,456.09	111,456.09	255,823.17	1,620.00	173,207.13	94,080.25	26,684.7	—	620.00	6,182.50	14,181.00
Michigan	1,327,106.34	317,07.24	1,020,031.08	1,620.00	136,099.95	136,099.95	56,270.95	26,723.18	620.00	6,182.50	14,181.00
Minnesota	1,019,567.40	241,40.40	1,471,257.88	1,620.00	484,106.91	333,592.22	37,182.25	—	620.00	6,182.50	14,181.00
Mississippi	6,457,106.16	6,457,106.16	6,457,106.16	3,241.00	461,073.67	350,089.91	32,481.1	—	620.00	6,182.50	14,181.00
Missouri	1,627,705.17	1,627,705.17	1,404,689.08	3,240.00	652,882.69	537,401.35	34,450.34	—	620.00	6,182.50	14,181.00
Montana	1,327,106.34	317,07.24	1,433,335.18	1,620.00	549,255.76	431,061.63	33,952.36	1,686.98	620.00	6,182.50	14,181.00
Nebraska	1,019,567.40	241,40.40	1,471,257.88	1,620.00	118,419.46	107,413.45	23,061.44	32,217.74	620.00	6,182.50	14,181.00
Nevada	6,457,106.16	6,457,106.16	6,457,106.16	3,241.00	262,171.42	197,131.74	26,468.79	—	620.00	6,182.50	14,181.00
New Hampshire	1,116,471.14	116,471.14	1,318,733.43	1,620.00	40,671.63	43,075.58	20,621.39	11,955.08	620.00	6,182.50	14,181.00
New Jersey	1,050,454.45	1,050,454.45	1,434,256.85	1,620.00	72,459.55	28,997.28	22,081.80	1,134.54	620.00	6,182.50	14,181.00
New Mexico	1,161,121.05	1,161,121.05	1,512,182.58	1,620.00	130,467.24	54,795.06	25,967.86	6,153.60	620.00	6,182.50	14,181.00
New York	1,162,705.17	116,471.14	1,318,730.52	1,620.00	1,615,50	262,171.42	197,131.74	26,468.79	620.00	6,182.50	14,181.00
Pennsylvania	1,162,705.17	116,471.14	1,318,730.52	1,620.00	40,671.63	43,075.58	20,621.39	11,955.08	620.00	6,182.50	14,181.00
Rhode Island	1,162,705.17	116,471.14	1,318,730.52	1,620.00	72,459.55	28,997.28	22,081.80	1,134.54	620.00	6,182.50	14,181.00
South Carolina	1,162,705.17	116,471.14	1,318,730.52	1,620.00	118,419.46	107,413.45	23,061.44	32,217.74	620.00	6,182.50	14,181.00
Tennessee	1,162,705.17	116,471.14	1,318,730.52	1,620.00	453,322.14	279,336.04	32,734.70	—	620.00	6,182.50	14,181.00
Texas	1,162,705.17	116,471.14	1,318,730.52	1,620.00	8,729.87	635,624.59	43,075.58	1,686.98	620.00	6,182.50	14,181.00
Utah	1,162,705.17	116,471.14	1,318,730.52	1,620.00	182,153.01	159,131.41	17,822.41	1,174.53	620.00	6,182.50	14,181.00
Vermont	1,162,705.17	116,471.14	1,318,730.52	1,620.00	593,859.19	416,634.92	1,774.11	565,76.90	620.00	6,182.50	14,181.00
Virginia	1,162,705.17	116,471.14	1,318,730.52	1,620.00	4,6,933.69	356,372.97	30,055.80	51,344.56	620.00	6,182.50	14,181.00
Washington	1,162,705.17	116,471.14	1,318,730.52	1,620.00	453,322.14	279,336.04	32,734.70	—	620.00	6,182.50	14,181.00
West Virginia	1,162,705.17	116,471.14	1,318,730.52	1,620.00	8,729.87	635,624.59	43,075.58	1,686.98	620.00	6,182.50	14,181.00
Wisconsin	1,162,705.17	116,471.14	1,318,730.52	1,620.00	137,106.63	137,106.63	26,468.79	—	620.00	6,182.50	14,181.00
Wyoming	1,162,705.17	116,471.14	1,318,730.52	1,620.00	453,322.14	350,352.77	20,852.30	409.04	620.00	6,182.50	14,181.00
Alaska	—	—	—	—	—	—	—	—	—	—	—
Porto Rico	1,153,171.74	21,140.93	517,464.34	1,620.00	38,71.23	4,321.00	2,352.22	59,839.87	620.00	6,182.50	14,181.00
U.S. Virgin Islands	1,153,171.74	21,140.93	517,464.34	1,620.00	3						

